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THE AMERICAN CONSULAR SERVICE

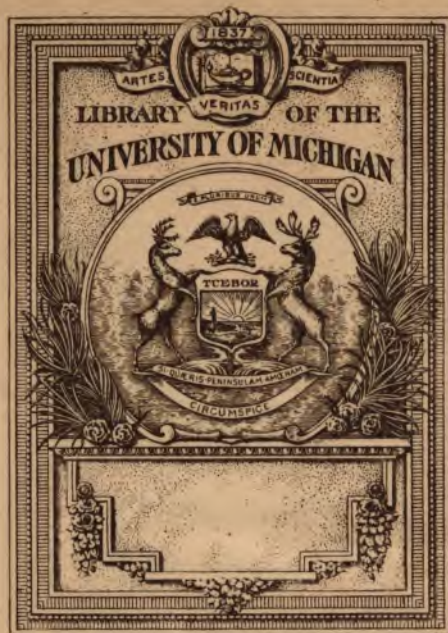
WHAT IT IS AND WHAT IT SHOULD BE
BY A
PRACTICAL AMERICAN



ADDRESS BY
ROBERT J. GROSS
*Second Vice-President of the American
Locomotive Company*

Before BEFORE THE
NATIONAL BUSINESS LEAGUE
CHICAGO, U. S. A. *3/4/05*

1905



THE GIFT OF
National Business League

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The American Consular Service

What It Is and What It Should Be

BY

ROBERT J. GROSS

Second Vice-President of the American Locomotive Company



An Address Delivered Before the
National Business League
CHICAGO, U. S. A.

1905

FOREWORD

That the personnel of the American Consular Service, especially in the larger foreign commercial centers, includes many officials of unquestioned ability and efficiency, who are rendering invaluable service to the commercial interests of this country, goes without saying. While such condition is a cause for congratulation, our great exporters, importers, and business men generally, whose opinions are based upon experience, are not insensible to the fact that our consular service as a whole is far below that uniformly high standard of usefulness, imperatively necessary in the impending Titanic struggle of the nations for industrial and commercial expansion and supremacy.

With our unlimited resources of the mine, the soil, the mill, and skilled labor, we have easily become the foremost nation of producers; we must also become the foremost nation of sellers; and to this end every agency available should be marshaled to the task of disposing of our surplus natural and manufactured products.

The American Consular Service should become one of the most powerful factors for the advancement of our foreign trade. In this belief the National Business League and other commercial organizations of the country have, for many years, advocated the enactment of the original Lodge Bill, the provisions of which, if faithfully carried out, will insure a thoroughly trained and helpful service of the highest grade.

During its advocacy of this important measure the League has published many arguments in favor of consular reorganization, but, as yet, has presented noth-

ing more fit and convincing than the address which follows this introduction.

Mr. Robert J. Gross, who toured the world in the interest of a great manufacturing company with which he is connected, for the special purpose of studying the state of our foreign trade and discovering new fields for American commerce and manufactures, has, through the auspices of the League, tersely given to the public the results of his observations of present existing conditions, favorable and unfavorable, in the American consular service, with practical recommendations for the permanent betterment of the service.

The experiences and conclusions of Mr. Gross correspond with those of other business men and travelers who, from time to time, have carefully studied prevailing trade conditions and requirements abroad, and constitute a powerful argument for the speedy enactment of the original Lodge Bill or a similar bill (which Mr. Gross favors) by the Fifty-ninth Congress, which will give to this country a consular equipment fully adequate to the pressing demands of the industrial and commercial interests.

The American Consular Service

ADDRESS BY ROBERT J. GROSS, SECOND VICE-PRESIDENT OF THE
AMERICAN LOCOMOTIVE COMPANY, BEFORE THE NATIONAL BUSI-
NESS LEAGUE.

MR. PRESIDENT AND GENTLEMEN:

To the reader of history, nothing is more apparent than the fact that the lust for war and its attendant horrors has given way to a universal desire for peace; that the old passion for territorial conquest is almost if not quite extinct, and that in this golden era of the world's history the mightiest struggle among nations is for national prosperity at home and commercial supremacy abroad. For many years Great Britain, including her dependent colonies, has been dominant upon the seas, outstripping all rivals in the markets of the world. Recently the tide has turned. America, with the seasoned vigor of the New World coursing through the veins of her vast empire, has by peaceful conquest won the vantage-ground in this modern warfare. It is now the duty of every American citizen, by the use of all honorable means and effort, not only to maintain the prestige already gained, but to widen the field for the exportation of American products, until our markets abroad are commensurate with the almost inexhaustible resources of this great republic.

Among the most powerful of the agencies employed in accomplishing this should be our consular service, and *will be* if organized along proper lines.

Many attempts have been made to secure legislation looking to the betterment of our consular service, and several bills have been introduced in Congress which if

enacted into law would eliminate the undesirable features of the present system and establish much-needed reform. The most important of these — the so-called Lodge Bill — has been powerfully championed not only by the National Business League, but by various other influential associations, and by many eminent statesmen and men of affairs. Why, then, with a support so powerful did the bill fail of passage? The inquiry is pertinent — the answer equally so. Our political system is permeated with the fiction that to the victor belongs the spoils. The demand for office and the lust for patronage is so strong and insistent in both our great political parties, that many of our most important public interests are made to suffer by reason of the insatiate greed for place and power. Herein lies the greatest menace to our prestige as a nation abroad and to the efficient administration of our affairs at home. It follows that any measure providing for appointment based on personal fitness must fail so long as the leaders in our state and national councils are permitted to assign positions in the government service in payment of their political debts. Just so long as public office is looked upon as a reward for the political spoilsman, just so long will measures like the Lodge Bill be looked upon with distrust and suspicion by those who control patronage, and vigorous means and untiring effort will be needed if their opposition is to be overcome. Such effort has been characteristic of this League, and it is with much satisfaction and pleasure that I recognize a growing determination on the part of all interests identified with this movement to carry it through to final success.

The importance of an adequate reorganization of the consular service along the lines of the Lodge Bill can hardly be overestimated. On it largely depends our

ability to maintain and enlarge our opportunities in the lands beyond the sea, as well as to meet the ever-increasing commercial inroads of Great Britain, Germany, and Belgium. In this connection I may perhaps be pardoned for introducing the personal equation. It was my fortune during the greater part of last year, to go upon a journey which involved the entire circuit of the globe. My mission, while apparently pacific, was in reality a strategic move — planned and executed for the purpose of ascertaining the most advantageous fields and the most effective means of advancing the interests of American commerce, and more particularly our manufacturing interests. During my travels I visited Japan, the Philippines, China, Korea, Russia, and many of the countries of Europe, and was everywhere brought in close touch with our representatives in these various lands. This afforded me a most excellent opportunity of observing the strong and the weak points of the system under which they operate, and to judge somewhat of the value of the results obtained. What I shall say concerning needed reform in this branch of the service has been forcibly impressed upon my mind during many years of extensive travel abroad, and the suggestions I shall offer are based largely upon observation and upon personal interviews with the officials themselves. At this point I desire to say that it will be my purpose to consider the consular system as a whole rather than to discuss or pass upon the merits or demerits of its personnel. I am, however, glad of this opportunity of saying that the consuls I met were with few exceptions active, intelligent, and capable Americans — some of them shrewd and alive to the trade opportunities within their jurisdiction. I was also pleased with their readiness to impart whatever information they had which would be of value to me — as

well as with their apparent willingness to serve our commercial interests to the best of their ability. Notwithstanding this encomium of the individual, I am strongly of the opinion that the service as a whole will admit of much improvement. Consider for a moment the relation which a consul's duties bear to the home government. Representative in character, it implies a knowledge of those rules of law and comity which by common consent and by treaty obtain between nations. In a sense, it implies the delegation by the general government of its power and authority to the inhabitant of a foreign soil. The proper administration of this transferred authority requires the exercise of powers, executive, legislative, and judicial in their character, and these demand qualifications of a high order. Even more important than this are the opportunities presented for stimulating and extending a nation's trade. The best results in this direction require on the part of the consul an intimate and exact knowledge of the needs and resources of his own country, as well as those of the country in which he is stationed. In addition to this he should have some acquaintance with the laws and conditions governing supply and demand, and be at all times aggressively active in supplying such information as would tend to widen the home market. The purely notarial duties of the office, such as the solemnization of marriages, issuance of passports, credentials, etc., while important, are not paramount. The consul's most valuable work lies in his ability to draw closer the ties which bind the two countries whose mutual interest he has in charge. It is plain then that exceptional talents are necessary for an efficient discharge of these duties and that it would be a mistaken policy to permit appointments to an office of

this character to be influenced by political favor unless based upon absolute personal fitness.

As intimated at the beginning of this address, we have entered upon a period of world-wide progressiveness unparalleled in history. How are we as a nation equipped for the inevitable struggle which is sure to follow, and which even now is engaging the active attention of all civilized powers?

As regards our own country, it may be well to ask what provision has the government made, or what steps has it taken to further and safeguard our steadily increasing commercial interests in foreign countries?

Have our consular agents who, according to a high authority on international law, "are commercial agents residing in foreign ports, and charged with the duty of promoting the commercial interests of the state and especially of its individual citizens or subjects," been selected from the best equipped and most competent men available for such positions?

From such information as I could gather, and from my own personal observation, I am led to believe that such is not the case. However commendable the policy of the present administration may be in making consular appointments, a standard of high efficiency will not be reached or maintained until the principles governing such appointments, together with some fixed system of promotion, such as is substantially covered in the Lodge Bill, have been enacted into law. As such law would preclude political or partisan considerations in making consular appointments, and assure permanency of office to the faithful and capable, and as promotion would then be governed by the trustworthiness, capability, and zeal of the incumbent in the performance of his duties — the

service would attract the ambitious and educated among our young men, and ultimately place in these important representative positions some of the best brain of the country.

This is an age of specialization. To obtain proficiency in any pursuit of life, the aspirant for success must devote a certain part of his educational period in the acquisition of such fundamental theoretical knowledge as may be required in his chosen vocation. Such knowledge, when supplemented by practical experience, will in a measure enable him to attain the higher rungs of the ladder of success. The necessity for specially trained men in all professions and callings, industrial, commercial and scientific, is made manifest by the large demand for them, and which increases year by year as life becomes more complex and as the stores of our intellectual and material wealth become greater and more varied. Our educational institutions have responded generously to these demands by the inauguration of a number of special professional courses of study, and their co-operation in the work of specialization has been so spontaneous and thorough, that I have no hesitancy in saying that I believe we owe to them a large measure of our commercial prosperity and national greatness. For instruction in the science of engineering, our universities and colleges have provided special courses — mechanical, mining, electrical, civil, and marine — and for those who desire further research in any of the above branches, post-graduate courses are freely offered. Our industrial establishments recruit their men for executive positions in their various departments, largely from among such graduates. In the medical profession we see the same tendency, and the young graduate of the medical school, almost without exception, selects a certain specific branch

of the science of medicine or surgery which he makes his life study. In like manner the young lawyer chooses the practice of criminal, commercial, international, or other branch of law as a specialty. Our business colleges supply us with well-trained bookkeepers and accountants, which, in the face of the keen competition existing to-day, form an important factor in the manufacturing world. We could thus go on and show that whatever branch of commerce or industry we analyze or examine, young men are now subjected to careful and systematic training before entering upon their chosen profession.

In sharp contrast to this is the fact that from our national representatives in foreign countries, who are perhaps daily called upon to deal with problems of a nature as complex as those of the lawyer, doctor, or engineer, whose duties are as varied and broad as our industrial and commercial interests — our government requires no testimonial as to a candidate's adaptability or competency for entering on a consul's broad field of work, nor does it insist on a special training and equipment for an efficient discharge of the duties of the position.

In order to meet the almost universal tendency towards specialization in trade and profession, our universities and colleges offer young men the choice of many and varied professional courses of study, but with one exception, I believe none of them have a curriculum that would adequately equip and train young men for the consular or diplomatic service.

European countries have long ago awakened to the advantage of appointing specially equipped men to perform the duties of consul, and have established schools wherein preliminary training can be obtained. Furthermore, their consular service is so organized that the faithfulness and efficiency of aspirants in this line of

work is recognized by systematic promotion from subordinate posts to the higher ranks of the diplomatic field. The curriculum of such courses of instruction as are given at the leading universities in Paris, Berlin, Vienna, and St. Petersburg are revised and modified from time to time as the progress of the commercial or industrial world may demand.

In a recent publication issued by the Department of Commerce and Labor we are apprised of the fact that as far back as 1752 there was established in Vienna an Oriental Academy, wherein was offered a training school for young men who contemplated entering the Austrian consular service in the Levant. The value of its service to the state was so generally recognized that through the influence of the late Austrian Minister of Foreign Affairs, and other men of prominence, the academy was placed upon a distinctly modern footing. Its course of study was rearranged to meet the requirements of the modern consular service to the fullest extent and its instructional force was strengthened. Eight modern languages are now taught, and in addition thorough work in economics, political science, history, and jurisprudence is given for a period of five years. Emphasis is placed upon subjects which possess special value in the conduct of consular duties, such as commercial geography, commercial history, commercial law, and modern history, with special reference to the diplomatic and consular relations of the leading countries of the world. Having successfully completed the final examinations of the course, the graduates are entered by the government into the lower positions of consular service.

From the same source we are informed of the present agitation in Germany looking to the extension of the duties of consul, and we learn that the advocates of

export trade demand that the new consular officers or the commercial attachés shall be charged with the duty of answering inquiries as to the financial responsibility and standing of business firms and manufacturers located in the country to which they are accredited.

"The new German commercial attachés," our consul general to Berlin, writes, "will be men of thorough education and experience in the manufacture and sale of textile goods, machinery, hardware, and other merchandise. Each will go to his post — if it is a country where English, French, Italian, Spanish, or Russian is spoken — with a good working command of the language, and will have a thorough knowledge of the weights, measures, and currency in which business transactions are there conducted. If he shows energy and efficiency, and accomplishes results, he will, according to present announced intention, be kept there indefinitely, for the chief merit claimed for the present consular service of Germany is its permanence — the length of time during which competent officers are left at the same post to utilize the knowledge that only prolonged residence among an alien people can give."

It is not my purpose in this brief address to dwell in detail on the specific requirements which shall govern admission to the consular service. As provided in the Lodge Bill, this duty should be intrusted to a departmental board whose province it should be to determine the scope of such requirements and formulate such rules and prescribe such examinations as would best assure the result desired.

I deem it important, however, to emphasize the necessity of a consul's being equipped with a thorough command of the vernacular of the country to which he may be accredited. In all the dealings of an official character

the consul may be called upon to undertake, it is essential that he be able to speak the native tongue and fully understand its idioms and the various expressions and usages which characterize its diplomacy. Without such knowledge he is compelled to carry on his negotiations through the medium of an interpreter, which is a serious disadvantage. The negotiations are frequently of so delicate a nature, that it is highly undesirable that its substance be known to the interpreter, who is generally a native. I am informed that the government has already taken steps towards correcting this evil, and sent a few years ago several young Americans to China and other Oriental countries, that they might acquire a command of the Oriental tongues. When this is accomplished, they will be assigned as interpreters to our embassies or to the more important consulates. As the government has apparently realized this defect in our consular service, why not insist that our consuls have a good working command of the native language, and thus be liberated from dependence on native interpreters? Why, may we ask, this "half loaf" measure? The best interpreter may often fail to convey the subtlety of thought or expression it may be desirable to impart, and thereby much of the value of a negotiation or transaction may be irrevocably lost. Moreover, the ability to speak the language is the most efficacious means of gaining the friendship and the confidence of the people among whom the consul is to live and to whose commercial establishments he is to impart and disseminate information regarding our manufactures and the products of our soil, and in turn to become informed himself as to existing commercial and industrial local conditions. The consul thus equipped will be in a position to more effectively study the idiosyncracies and needs of the people in the territory

under his jurisdiction, and thereby make his office of greater value to our exporters and manufacturers at home.

In all pursuits of life the man equipped for his profession with a special training, theoretical or practical, or both, should have for his services a compensation commensurate with the effort expended in the acquirement of such special knowledge and experience. Our manufacturing and business institutions have shown their appreciation of this policy by providing a liberal remuneration for specially equipped executive men, and thereby secure efficient and faithful service. Is there any reason why our government should not be guided by the same principle? If the contemplated reorganization of the service aims to bring it up to the highest standard of efficiency, the question of compensation should receive careful consideration. A liberal and fixed salary should be offered, sufficient at least to permit our consuls to appear on official and social occasions in keeping with the dignity due to their position as representatives of this government. This would facilitate their associating with the prominent members of the community representing the more important commercial and business interests of a particular locality, as well as to reciprocate social courtesies extended them by their foreign colleagues and the officials of the countries to which they are accredited. A liberal compensation would make it an inducement for bright, able, active, and talented young men to enter the service and adopt it as a career. Unless the American consul is wealthy and willing to use his personal means to make up his inadequate income, his manner of living reflects discredit to his country. I have seen several instances where the homes and offices of our consular representatives were unattractive and shabby, while those of their foreign colleagues had the appearance of dignity

and wealth. It is unnecessary to say that this phase of the consular service is quite humiliating to the patriotic American, a serious embarrassment to our consuls, and a national disgrace.

Another feature of the service that I believe needs correction is in the preparation of more valuable consular reports, as they have an important bearing on the general efficiency of the service, and should expressly benefit our export trade. Complaints have been made that the character of the government regulations are such as to prevent their being of greater value to our manufacturers or commerce. In order to obtain full and reliable information on any given subject, it is often necessary to make a personal investigation. This is particularly true of reports required in connection with the commercial and industrial conditions of the territory under a consul's jurisdiction. In such cases it becomes necessary for a consul or his assistant or the commercial attaché to travel, make searching investigation on the ground, interview representative men, and follow up all other available sources of information, so that a full and authentic report may be transmitted promptly to his government. As the matter stands, the consul's regulations do not allow his leaving his office except in certain prescribed emergencies, nor is he authorized to incur expense in procuring information of a commercial character. It follows that his reports are only too frequently based on hearsay or on statements made in the local press, and for this reason are of little or no value to our industries or exporters. In striking contrast to this, the consuls sent out by England, Germany, Russia, and other countries receive not only liberal salaries but I am told ample allowance for traveling and other expenses necessary to a thorough inves-

tigation and report of existing commercial and industrial conditions and of the possibilities that lie therein.

There is another feature of our consular service, as at present constituted, which seriously impairs its usefulness. I refer to the large proportion of foreigners who hold positions of more or less importance at our consulates and legations. During my visits to our consuls I found several men of foreign birth and citizenship occupying subordinate positions, and in some instances the consuls themselves were of foreign birth. It goes without saying that these men cannot be as well qualified for such positions as the native-born American, not alone because their command of our language is inadequate, but for the more important reason, that for the most part they have but a limited knowledge of our laws and customs, and no proper conception of the spirit of our institutions.

Without intending to cast any reflection upon the good intentions or loyalty of the large number of aliens in our consular service, there is nevertheless some danger inherent in the make-up of an official family on lines so cosmopolitan in character. Should our relations with a foreign country become strained or should anything occur to disturb the *entente cordiale*, it will be readily seen that our consul or other representative would be placed at a serious disadvantage, as he would necessarily be dependent on his aides and interpreters for that intimate knowledge of existing conditions which alone would enable him to deal successfully with the matters at issue.

For this, and other reasons which might well be urged, I believe foreigners should be disqualified from appointment to positions on our consular staff, and that some action should be taken to make such a rule mandatory.

Any plan of reorganization of the present system should be so framed as to clothe our consuls with powers enabling them to advance our interests aggressively and to a successful issue. This can be best accomplished by dignifying the office, enlarging its powers, and by the appointment of men who through special training have become eminently qualified and equipped for the duties they are to assume.

With the consular service elevated to the dignity of a learned profession, incumbents should be given more initiative, and many of the restraints and much of the official redtapeism which now exists could be safely eliminated. This would result in the enlargement of our interests abroad, and our consuls would be better prepared to deal with the complex problems that continually confront them. A good command of the native language, which in addition to the distinctive attributes of the American character, such as industry, quickness of perception, and an accurate grasp of a new situation, as well as the ability to recognize opportunities and turn them to practical account, will be a power that will make itself felt in the prosperity and welfare of the nation.

In order to guard against political interference or influence in the appointments of consuls or in their promotion, it is my belief, speaking in the interest of our manufacturers and exporters, that the best results could be obtained by placing this branch of the service immediately subordinate to the Department of Commerce and Labor. This department, as recently organized, is charged with the publication of consular reports, the compilation of statistics relative to our commerce, and is trusted with our commercial interests both at home and abroad, and is, therefore, in a position to direct our consular forces to the best advantage. Affairs of a broad

or diplomatic nature could be well looked after by our ambassadors and ministers.

There is another aspect of our relations with foreign countries — which it may not be out of place to mention here. I allude to the treatment of foreigners by our immigration and customs officials. It happens too often that visitors to our shores are subjected to abuse, and to so great personal indignity that it puts to shame our boasted hospitality. A case in point has been brought to my attention very recently. A Chinese commissioner at the St. Louis Exposition left St. Louis by train, secured his ticket for New York, paid for his berth in the sleeping-car, and retired. The train passed through Canada via Michigan Central, and as it entered this country at the Falls the Chinese gentleman was dragged from his berth and thrown into a common pen, simply because he came from St. Louis without his passport. Notwithstanding there was irrefutable evidence that he had come direct from St. Louis (a fact to which the porter could have made oath), the commissioner was dragged from his train, all his plans disarranged, and he was subjected to much personal humiliation by an ignorant inspector — solely because he was Chinese — while vast numbers of people from other countries not fit to be the servants of this gentleman, are allowed to come here with impunity. Other instances more atrocious than the one cited have come to my knowledge — going to show that insolence and arbitrary and uncalled for restrictions are far too common in our official dealings with the traveler from abroad. The Chinese Exclusion Act and its attendant evils and humiliations, is sure to injure our prestige and curtail our opportunities in the Far East. The Chinese Empire is slowly but surely waking from centuries of seclusion and isolation, and in the not distant future

must be reckoned with as a civilized and progressive nation. If we lock our doors against her or single her out for the imposition of restrictive legislation — she will send her statesmen and students, her engineers and scientists, to England and to Germany, and consequently her trade interests will be biased in favor of those countries and not ours.

In conclusion, let me again emphasize the necessity for powerful and concerted action on the part of all who believe in the extension of American trade and American ideals. It is not enough to recognize the evils which exist in our consular system and customs regulations, and to formulate measures for their correction; we must go further, and appeal to the patriotism and conscience of the people, and thereby arouse public sentiment in favor of the proposed reform, so strong and insistent that Congress will listen to it and no longer hesitate to place the Lodge Bill or one drawn on even broader lines, upon its passage.

APPENDIX

The following correspondence is submitted as giving the suggestions by Mr. Gross as to the principal provisions which should be enacted for the improvement of the consular service. The provisions are nearly identical with those incorporated in the original Lodge-Adams bills.

AMERICAN LOCOMOTIVE COMPANY.

DUNKIRK, NEW YORK.

January 24, 1905.

HON. EDWARD B. VREELAND, House of Representatives,
Washington, D. C.

DEAR MR. VREELAND:

Interested as I am in the export of American manufactures, and jealous of the good name of our country among the nations of the world, I am very anxious to see enacted into law the original Lodge Bill, or some modification of the same which will accomplish like results.

As you perhaps know, I have been an extensive traveler abroad, having recently completed a trip around the world, and during all my wanderings in the countries of the Old World, have taken particular pains to investigate the personnel of our representatives of all classes, the working of the system, etc., and I say to you frankly, that in my judgment the system is all wrong, antiquated, and is the cause of humiliation to an American alive to the interests and good name of his country. The original Lodge Bill would accomplish a much needed reform, and I hope very much to see it become law, or as stated above, some modification along its general lines.

I desire in the interests of American commerce to protest against the so-called short form Lodge and Adams bills now pending in the Senate and House. What in my judgment is required is:

First. The substitution of salaries for fees.

Second. Improved classification or grading and transfer of consular officers and increase of salaries in certain grades.

Third. Adoption of the "Merit System" of examination, appointment, and promotion of consuls.

Fourth. Consuls should be familiar with either the French, German, or Spanish language, and possess a knowledge of the commercial resources of the United States with reference to the possibility of increasing and

expanding the trade of the United States with foreign countries to which they are accredited.

Fifth. Tenure of office to continue only during efficiency and conduct of the highest grade.

Sixth. A complete Americanization of the consular service.

I have given this matter a great deal of thought, and I know that the business interests of this country desire a change of this general character. As at present organized and operated, our consular service is made up very largely of foreigners, who have no interest whatever in our country or its welfare, but are looking simply for the fees their office brings them, and instead of being an aid to American commerce, they are a direct hindrance. I have met many of these men whom I could understand with great difficulty, who have never seen this country and know nothing whatever of its commerce, and have nothing in sympathy with our ideals.

With the expressed hope that the Congress will give American commerce the relief it desires, I remain,

Very truly yours,

ROBERT J. GROSS.

COMMITTEE ON NAVAL AFFAIRS.

WASHINGTON, D. C., February 1, 1905.

ROBERT J. GROSS, ESQ.,

Dunkirk, N. Y.

DEAR MR. GROSS:

I wrote you that I had turned over your letter to the Chairman of the Committee on Foreign Affairs, which Committee has charge of legislation relating to the Foreign Consular Service. I inclose his letter, as it is so complimentary to the opinions which you expressed. Mr. Hitt, as you know, has been Chairman of Foreign Affairs for a great many years. He was a personal acquaintance of Abraham Lincoln, and is perhaps better informed of these subjects than any other man in Washington.

Yours truly,

EDWARD B. VREELAND.

COMMITTEE ON FOREIGN AFFAIRS.

WASHINGTON, D. C., January 31, 1905.

HON. EDWARD B. VREELAND, M. C.,

House of Representatives, Washington, D. C.

DEAR SIR:

I have yours of the 30th with the inclosed letter from Mr. Robert J. Gross, vice-president of the American Locomotive Company of Dunkirk, protesting against the so-called short form Lodge and Adams Consular bills pending, and giving his well-considered and intelligent judgment on the whole subject of consular reorganization, for which letter I thank you.

Very truly yours,

ROBERT R. HITT.

RECORDED

NATIONAL BUSINESS LEAGUE

(NON-PARTISAN)
Organized January 26, 1897

FOR THE ADVANCEMENT OF AMERICAN
INDUSTRIES AND COMMERCE

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Official Accountants for the League

Charles U. Stuart	STUART & YOUNG	Arthur Young
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The National Business League is represented by prominent business men in more than one hundred and fifty cities, covering every state of the Union.

